## **CITY OF SANTA BARBARA WATERFRONT DEPARTMENT**

## **MEMORANDUM**

Date:

February 17, 2011

To:

Harbor Commission

From:

John N. Bridley, Waterfront Directon

Subject:

**Business Services Report - General Update** 

## Wireless Internet Service for the Marinas

Staff has received inquiries from a number of visitors who arrive by boat to the Santa Barbara Harbor that anticipate using the internet to access emails, for business purposes, weather information and other pertinent information. Internet service via Cox Communications is available to permanent slip permittees and liveaboards, however, this is not convenient for visitors or vacation users.

The Department is currently seeking a wireless internet (WiFi) provider to provide service in the marinas. A Request for Proposals (RFP) has been drafted and will be released and advertised in the next 30-60 days. The RFP is designed to select a professional experienced wireless internet provider that has a demonstrated proven experience in a marina environment. The wireless internet provider will install its own equipment at no cost to the Department. The wireless internet provider will offer its service utilizing a tier-based system for an hourly, daily, weekly, monthly and annual rate. For example, \$4/hour, \$10/day, \$35/month has been proposed by wireless internet providers. The WiFi contractor would be responsible for billing and collecting fees from its subscribers. The wireless internet provider will bear the burden of the cost of hardware, its installation and any replacement costs; there will be no cost to the Department. Staff intends to negotiate a license fee or revenue sharing arrangement so that there is some amount of revenue generated for the Department, although the primary purpose is to provide an amenity for boaters, and generating revenue from the service is a secondary priority.

The marina environment is a challenge and therefore wireless internet providers with previous marina experience will be given priority in the RFP selection process.

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